

Message Text

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AMCOSUL IBADAN

AMCONSUL KADUNA

UNCLAS LAGOS 02515

KADUNA PASS KANO

E.O. 11652: N/A

TAGS: OEXC, NI (OSAGIE-ERESE, ALEX JOSEPH:LAWAN, M.)

SUBJECT: NOMINATIONS FOR INTERNATIONAL MARKETING INSTITUTE

REF: STATE 24276, LAAGOS 1291, 75 LAGOS A-155

1. POST NOMINATES FOR SUBJECT PROJECT MR. ALEX J. OSAGIE-ERESE OF KADUNA. BIODATE BELOW.

2. IN ADDITION, MR. MOHAMMED LAWAN, PREVIOUSLY APPROVED FOR POST'S (MUCH STALLED) BUSINESS LEADERS TOUR, VERY INTERESTED IN IMI, AND FOR WHICH HE WILLING SHARE OCTST TO MAKE UP DIFFERENCE BETWEEN THE TWO GRANTS. WITH DEPT. CONCURRENCE LAWAN WOULD BE RESPONSIBLE FOR FIRST 30 DAYS PER DIEM PLUS INTERNATIONAL TRAVEL. LAWAN BIODATA TRANSMITTED LAGOS A-155 OF OCTOBER 17, 1975.

2. PART II NOMINATION FOR OSAGIE-ERESE FOLLOWS:

FULL NAME: MR. ALEX JOSEPH OSAGIE-ERESE

PRESENT POSITION: BRANCH MANAGER, G. GOTTSCHALCK & CO.
KADUNA, KADUNA STATE (FORMERLY NORTH CENTRAL)

PAST POSITIONS: BRANCH MANAGER, G. GOTTSCHALCK, WARRI 1970;
BRANCH MANAGER, G. GOTTSCHALCK. IBADAN 1971;

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BRANCH MANAGER, G. GOTTSCHALCK, BENIN CITY 1972

DATE & PLACE OF BIRTH: OCTERBER 23, 1931; BENIN CITY,
BENDEL STATE

PRESENT CITIZENSHIP: NIGERIAN ; NONE PREVIOUS

PREVIUS TRAVEL TO THE US : NONE

PREVIOUS TRAVEL TO OTHER COUNTRIES: UNITED KINGDOM 1973

PREVIOUS USG GRANT; NONE

VISA ELIGIBILITY: MANECHECK SATISFACTORYVISA ELIGIBLE

REASONS FOR NOMINATION; AS BRACH MANAGER FOR GOOTSCHALCKS,
ONE OF THE LARGEST HARDWARE-CONSTRUCTION
PRODUCTS WHOLSALE AND RETAIL SALED S FIRMS IN NIGERIA, MR. OSAGIE-
ERESE IS RESPONSIBLE FOR THE FIRMS DAY TO DAY OPERATIONS FOR KADUNA
STATE AND SOME ADJACENT AREAS. HE BEGAN AS CLERK WITH FIRM IN THE
FIFTIES AND HAS RISEN STEADILY IN POSITION AND INFLUECE WITH
COMPANY SINCE THAT TIME. HE IS AN AGRESSIVE BUT NON-ABRASIVE AND
SHREWED BUSINESSMAN WHO HAS THE RESPECT OF BUSINESS LEADERS, NOT
ONLY IN THE STATE BUT NATIONWIDE. HIS ADVICE AND UIDANE
IS SOUGHT BY HIS OWN FIRM'S TOP OFFICIALS IN LATO AND OTHER
BUSINEESMEN AS WELL. HE HAS EXPRESSED STRONG INTEREST IN GOING
TO U.S. IN ORDER STUDY AND OBSERVE FIRST-HAND MODERN U.S.
BUSINEESS METHODS. SPECIFICALLY, -.348:-, -.4(358,&, SERVICING
AND MRKETING RESEARCH TECHNIQUES, OPERATIONS OF AMERICAN BUILDING
MATERIALS DISTRIBUTORS AND INNOVATIVE METHODS OF SOLID WASTES
DISPOSAL.

OBJECTIVES OF US VISIT; WITH HIS LONG PRACTICAL EXPERIENCE IN
BUILDING MATERIALS MARKETING FROM CLERK
TO HIGH MANAGERIAL LEVEL IN ONE OF NIGERIA'S LARGEST FIRMS, MR.
OSAGIE-ERESE WOULD BE VALUABLE RESOURSE PERSON ABLE TO
CONTRIBUTE TO BOTH CLASSROOM WORK AND IN FAE TO CACE MEETINGS
WITH AMERIAN BUSINESSMEN. HE SPEAKS WELL AND CONVINGLY, IS
A LEADER IN KADUNA ROTARY CLUB AND ACTIVE IN OTHER BUSINESS
GROUPS. AS A KEY FIGURE IN KADUNA BUSINESS COMMUNITY WITH A
WIDE ACQUAINTANCE THROUGHOUT NIGERIA, MR. OSAGIE-ERESE WOULD BE
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IN IDEAL POSITION TO PORTRAY THE UNITED STATE ACURATELY AND
UNDERSTANDINGLY. THE NIMINEE ALSO, HAS BROAD CULTURAL INTERESTS
AND HIS VIST TO THE UNITED STATE WOULD INCREASE HIS APPRECIATION
OF THE BREDTH AND DEPTH OF AMERICAN CULTURAL ACTIVITIES AS WELL
AS THE SCINTIFIC AND TECHNICAL ACHIEVMENTS. HIS POSITION AS
COMMUNITY LEADER WOULD ANABLE HIM CONVEY HIS NEW INSIGHTS INTO
AMERICAN CULTURE TO HIS WIDE ACQUAINTANCE IN THE ART AND EDUCATIONA
AS WELL AS BUSINESS COMMUNITY. MR. OSA83-ERESE IS ALSO IN A

POSTITION TO INFLUENCE THE IMPORT INTO NIGERIA OF AMERICAN PRODUCTS
THAT HE IS ABLE TO OBSERVE AND JUDGE AS USEFUL IN NIGERIA'S
DEVELOPMENT PROGRAM.

AVAILABILITY FOR US VISIT; JUNE 13, 1976

3. NAMES ALTERNATES WILL BE PROVIDED LATER.

4. ADDITIONAL NOMINATION FOLLOWS.

5. ADVISE.

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